

A blue-tinted map of North America with a grid overlay. A black dot is placed over the location of Denver, Colorado, with the word "DENVER" written in black capital letters to its right.

● DENVER

Men's Fashions & Accessories RFP B Concourse

John Ackerman
DIA Chief Commercial Officer
September 2013



DENVER INTERNATIONAL AIRPORT
TOGETHER WE SOAR

Genesco, Inc. d/b/a Johnston & Murphy

- Concept: Men's Fashions & Accessories
- Location: B Gates
- Contract term: 7 years
- Projected opening date: April 2014
- Projected Year 1 Sales: \$1,500,000
- Projected Employees: 6-10
- Projected Annual Rent: \$190,000
- ACDBE goal/participation: 25% / 33% Management Agreement



Aggregate Economic Benefits

- \$1.5M in annual revenues (previously \$1.4M)
- \$190K in annual rents to DIA (previously \$168K)
- \$54K in annual sales tax to CCD (previously \$50K)
- 6-10 full and part-time employees
- 15 construction jobs
- ACDBE goals are set by the OED Division of Small Business Opportunity (DSBO)
- Approximately \$355K in newly recognized ACDBE revenues (previously there was no participation)

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SELECTION PROCESS

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- RFP issued September 17, 2012 for retail concessions
 - Men's Fashions & Accessories (B) (25% ACDBE Goal)
 - Received 2 proposals
 - Successful proposer includes well-known national brand – **Johnston & Murphy**

OUR NEW PARTNER

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- Genesco, Inc. d/b/a Johnston & Murphy
 - Genesco, Inc.; award-winning, nationwide firm; 2nd term at DIA;
 - Corliss Stone-Littles, LLC; has had a long-standing partnership with J&M and delivers a 33% ACDBE contribution through a Management Contract

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